

NEWSLETTER



ANDREA
Sturdivant

2025 LUBBOCK ASSOCIATION OF REALTORS® PRESIDENT

Your Future's So Bright, You've Gotta Wear Shades...

Welcome SUMMER! This month's title comes from the 1986 one-hit wonder by Timbuk3: "The future's so bright, I gotta wear shades." It's a catchy line from an

impactful decade, but it holds real wisdom as we reflect on how far our industry has come—and where it's heading next.

Let's have some fun. Step back in time to 1986: REALTORS® were rocking shoulder pads and showing properties without smartphones, internet, or google maps. Listings lived in the MLS three-ring binders, and you had to drive around and pick up keys to show houses. Contracts were typed—yes, typed—on carbon paper, and if you wanted to deliver a counteroffer, you better hope the fax machine didn't jam. Mortgage rates had come DOWN to an eye-watering 16% in 1986, but LAR agents didn't flinch. They got creative, built trust face-to-face, and closed deals with sheer hustle and heart. I wonder if agents in 1986 could imagine what selling real estate would look like in 2025? Some are still practicing in our Association - sit down with one of them, and you'll have an amazing perspective on today's market.

Back then, the Lubbock Association of REALTORS® had 619 members. Today, we're a network of almost 1700 professionals—and growing. While the tools have changed - internet platforms, CRMs, AI-driven lead gen, social media strategy - the core of our business is still people, relationships, and local expertise.

We are in another amazingly transformative time in selling real estate: Association and MLS consolidations, evolving marketplaces, compensation diversion, and a stronger emphasis on professionalism and specialization. The most successful REALTORS® will be those who own their niche, invest in their craft, and wield today's technology with confidence. At LAR, we're here to help you shine. From continuing education to networking events and tech tools, we're equipping members to stay sharp in a competitive and rapidly changing market. Check out the calendar on the member dashboard this month—you're sure to find something that sparks your growth.

So yes—it's bright out there. Not just because the sun is beating down on the South Plains, but because the future of real estate in Lubbock is full of opportunity. Dig out your shades, roll up your sleeves, and be active in the creation of what's next.

IN THIS ISSUE

PAGE
4

TREPAC
Double Tee Golf
Tournament

PAGE
6

May Member-
ship Stats

PAGES
8-9

May Housing
Stats

#PURPLESOLUTION



2025 TREPAC

Major Investors

PLATINUM R

Jef Conn***P

GOLDEN R

Donna Sue Clements***P
Rich Eberhardt***P
Michael HuttonP
Cade Fowler***P
Tony Lloyd***P
Lisa Pearce***P
Andrea SturdivantP
Tracy ThomasonP

CRYSTAL R

Coby Crump
Vanessa Dirks***P
Tim Garrett
Amie Henry
Vanesa HydeP
Lia IrvinP
Kirk Schneider
Teresa Smith***

STERLING R

Brian Aycock
Chris BrooksP
Tom Couture
Rusty DeLoach
Lauren EgertP
Linda Ferguson
Brenda Fisher
Jay GaleaP
Tim Grissom

Jacky Howard
Cheryl Isaacs
Nathan Jordan
Hillary Martin
Joe L. Murfee, III
Colby NorrisP
Emily Phillips
Franklin Pirelli
Kyle RogersP

Crystal SanchezP
Winn Sikes***
Lesli Spears
Jeremy Steen
Bambi Temple
Pam Titzell
Ruben Trujillo
Dan Williams***

CORPORATE MAJOR INVESTORS

Alliance Credit Union
Benchmark Mortgage
City Bank Mortgage
Lubbock National Bank
Peoples Bank
South Plains Electric Coop
Spirit Mortgage
Texas Tech Credit Union
Western Bank

P President's Circle | ***RPAC Hall of Fame

TREPAC DISCLAIMER: Contributions are not deductible for federal income tax purposes. Contributions to the Texas Association of REALTORS® Political Action Committee (TREPAC) and the Texas Association of REALTORS® Federal Political Action Committee (TAR FedPAC)—which makes contributions to the REALTORS® Political Action Committee (RPAC)—are voluntary and may be used for political purposes. The amount indicated is merely a guideline, and you may contribute more or less than the suggested amount. You may refuse to contribute without reprisal, and the National Association of REALTORS®, the Texas Association of REALTORS® (TAR), and its local associations will not favor or disadvantage anyone because of the amount contributed. Until the RPAC annual goal is met, 70% of an individual's contribution goes to TREPAC and may be used to support state and local candidates; the remaining 30% is sent to TAR FedPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116. (Exception: 100% of an individual's contribution goes to TREPAC if the individual is an employee of an affiliate member of TAR.) After the RPAC annual goal is met, 100% of an individual's contribution goes to TREPAC and may be used to support state and local candidates. You may contact the TAR political committee administrator at 800-873-9155 to obtain information about your contributions.

RPAC

LAR HALL OF FAME MEMBERS

Donna Sue Clements
Jef Conn
Vanessa Dirks
Rich Eberhardt
Cade Fowler
Tony Lloyd
Lisa Pearce
Winn Sikes
Teresa Smith
Dan Williams



RPAC

LAR HALL OF FAME

The RPAC Hall of Fame recognizes dedicated members who have made a significant commitment to RPAC (this includes TREPAC in Texas) over the years by investing an aggregate lifetime amount of at least \$25,000.

Hall of Fame members are installed at the May REALTORS® Legislative Meetings & Trade Expo the following year. President's Circle investments may be counted towards Hall of Fame status.

Among the Hall of Fame benefits are inductee names prominently featured on the RPAC Hall of Fame wall located on NAR's Washington, D.C. building rooftop, a personal plaque commemorating the installation and recognition pins with the Hall of Fame designation.





MAJOR INVESTOR

Spotlight



JEF CONN

RPAC HALL OF FAME AND
PRESIDENT'S CLUB

I started investing in TREPAC because I was told I needed to. Then, I figured out why! I learned all that TREPAC does in order to help support real estate, including commercial. I also realized it gave me front row access to what TREPAC and advocacy can do for me and my business. I enjoyed being at the table having discussions about advocacy items that would affect my business and I knew I wanted to stay involved and invest at a high level.

LARLUBBOCK
Association of REALTORS®

CLASSES & EVENTS

New Member Orientation

Tuesday, June 17
8:30 a.m. to 1 p.m.

June Luncheon

Thursday, June 19
11:30 a.m. to 1 p.m.
Click [HERE](#) to register

TREPAC Double Tee Golf Tournament

Monday, June 23
The Rawls Course at Texas Tech
Click [HERE](#) to register

You Mean Real Estate Contracts Must Be Written?!

Thursday, August 21
1 p.m. to 4 p.m.
Click [HERE](#) to register

TREC Legal Update 1

Friday, August 22
8:30 a.m. to 12:30 p.m.
Click [HERE](#) to register

TREC Legal Update 2

Friday, August 22
1 p.m. to 5 p.m.
Click [HERE](#) to register



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Association of REALTORS®

Amplify your education. Build your influence. **Advance your career.**

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on all products!

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Offer valid 6/1/25 - 6/30/25. Visit Terms and Conditions for details. Excludes individual USPAP courses. Ohio School Registration No. 2323. Promotions are not valid on OH real estate Pre-Licensing and payment plans. Education provided by The CE Shop. ©2025 The CE Shop LLC. All Rights Reserved.



LAR LUBBOCK
Association of REALTORS®

JUNE LUNCHEON
THURSDAY, JUNE 19 | 11:30 A.M. TO 1 P.M.
THE RANGE | 3116 122ND STREET, LUBBOCK, TX 79423



SPONSORED BY:



REGISTER NOW AT:
[BIT.LY/2506LNCH](https://bit.ly/2506LNCH)



LAR LUBBOCK
Association of REALTORS®

TREPAC DOUBLE TEE

GOLF
Tournament



Monday
JUNE 23
Rawls Course at Texas Tech

Morning and Afternoon
Flights

MAKE YOUR
2025 **TREPAC**
investment while having a great day on the links



Scan here to register your team:
Or visit:
lubbockrealtors.com/golf



RAWLS COURSE AT TEXAS TECH
3720 4th Street
Lubbock, TX 79415

MEMBERSHIP STATS

LAR Membership Counts as of May 31, 2025. There was a .41% percent decrease from May 2025.	1,699	Total members	110	MLS only Designated REALTORS®
	201	Designated REALTORS®	114	MLS only REALTORS
	1,436	REALTORS®	32	MLS only Appraisers
	22	REALTORS® Emeritus		
	40	Appraisers		

REALTOR® MEMBER APPLICATIONS

Jodee Watson, Exit Realty of Lubbock
Karah Gunn, Aycock Realty Group, LLC
Queen Onyeahialam, Keller Williams Realty
Mason Server, Keller Williams Realty
Kailen Fedon, Brick & Loft Realty
Jon Basye, Keller Williams Realty
Daniel Beggs, Exit Realty of Lubbock
Dustin Nelson, KD Elite Realty, LLC
Autumn Selph, Williams & Company Real Estate
Tess Hodges, Clear Rock Realty
Reagan Bruce, eXp Realty LLC
Kami Barron, Steadfast Realty, LLC

Vanessa Caballero, Steadfast Realty, LLC
Paul Stowick, RE/MAX Lubbock
Milo “Mike” Sapia, Red Dirt Realty & Land
Nancy Birkelbach, The WestMark Companies
Andrew Lee, eXp Realty LLC
Laura Butcher, Our Texas Real Estate Group
Kenneth Lavertu, Tri-County Appraisals

NEW AFFILIATES

Aaron Garrett, Lend Lubbock

TRANSFERS

Saylor Carver, Progressive Properties, to
Aycock Realty Group, LLC
Madison Seymore, Keller Williams Realty,
to McQueen Company REALTORS
Kelly Duncan, Locate Lubbock Real Estate,
to L3 Brokers
Sol Carver, Progressive Properties, to

Aycock Realty Group, LLC
Dustin Stone, Locate Lubbock Real Estate,
to Aycock Realty Group, LLC
Whitney Stone, Locate Lubbock Real Estate,
to Aycock Realty Group, LLC
Joe Webb, Locate Lubbock Real Estate, to
Aycock Realty Group, LLC
Brianna Parum, Big State Real Estate, JPAR
Brandon Fannin, Keller Williams Realty, to
UCRE - M. Edwards Realty & Auction
Lupe Tapia, Jr., Solid Real Estate Services,
to Exit Realty of Lubbock
Terri Mendoza, South Plains Homes, to
Rent-LBK Managed by BOLDst
Tanner Frost, Reside Real Estate Co., to
BK Real Estate
Roland Stehr, Keller Williams Realty, to
Panhandle Realty Group
Melissa Nunez, Realty Connect Group, to
Texas Premier Realty
Kiriti Suvedi, Realty Connect Group, to
Texas Premier Realty
Daniel Marin, Coldwell Banker Trusted
Advisors, to Reside Real Estate Co.

CANCELLATIONS

Brigetta Gardner, Bray Real Estate Group
Ariya Attaway, Raider Realty
Lane Bartley, Reside Real Estate Co.
Judy Smith, Murfee & Sons, Inc.
Neil Sanders, Exit Realty of Lubbock
Roger Morrow, Exit Realty of Lubbock
Debbie Bowen, Exit Realty of Lubbock
Rachel Carrasco, Amy Tapp Realty
Matt Wheeler, Reside Real Estate Co.
Diana Mosier, Coldwell Banker Trusted
Advisors
Noe Hernandez, Coldwell Banker Trusted
Advisors
Chelse Wiford, Fathom Realty
Reagan Oehler, Amy Tapp Realty
Matthew Rodriguez, Reside Real Estate

Co.
Ben Krahmer, Jerry J. Kitten Broker

MISCELLANEOUS CHANGES

Ashlyn Crimm, Platinum West Realty,
name change to Ashlyn Lemons
Ruby Perez, JPAR, name change to Ruby
Gabler
Leanne Wright reinstated with The West-
Mark Companies
Elodia “Bebe” Jamison reinstated with
Century 21 Kearney & Associates

MLS ONLY

Justin Willmon, Monument Realty, can-
celled
Lance Welch, Monument Realty, cancelled
Katelyn Lara, Monument Realty
Nolan Dominguez, Home REALTORS
Brian Moore, Bray Real Estate Group,
cancelled
Adam Lambert, AEL Properties, LLC,
cancelled
Kristine Coronado, Bray Real Estate Group
Sarah Bacher, Bacher Appraisal Services
Robert Payne, Clift Land Brokers Little-
field, cancelled

LARLUBBOCK
Association of REALTORS®

PRIME BUSINESS PARTNERS
2025

Spirit
MORTGAGE

City Bank
MORTGAGE

Lubbock
National
Bank
Branch of Amarillo National Bank

CREDIT
UNION

PEOPLES BANK
PEOPLE THAT YOU KNOW

Western Bank
Mortgage

ALLIANCE
CREDIT UNION

CAPITAL MORTGAGE
SERVICES

BENCHMARK
MORTGAGE
YOUR LOCAL LUBBOCK MORTGAGE LENDERS

PLATINUM BUSINESS PARTNERS

D.R. HORTON
America's Builder

Revolution
MORTGAGE

PrimeLending
A PlainsCapital Company

WESTERN TITLE
C.O.M.P.A.N.Y.
Since 1963

Market Selector

Local Association
Lubbock Association of REALTORS®

Property Type
All Residential (SF, Condo, Town..

Market Type
Metropolitan Statistical Area

Market Name
Lubbock

Frequency
Monthly

Date
May 31, 2025

Construction Type
All (Existing & New)

Median Price

\$240,000

▲ 0.0% YoY

Closed Sales

538

▲ 2.5% YoY

Active Listings

1,727

▲ 2.8% YoY

Months Inventory

4.1

▲ 0.0 YoY

PRICE DISTRIBUTION

< \$100k

5.6%

\$100-199k

27.5%

\$200-299k

36.4%

\$300-399k

13.2%

\$400-499k

8.1%

\$500-749k

6.6%

\$750-999k

2.3%

\$1M +

0.4%

VALUATION STATS

Median Price/Sq Ft

\$137.54

▲ 0.7% YoY

Median Home Size

1,802 sq ft

Median Year Built

2005

Close/Original List

96.3%

GROWTH TREND FOR CLOSED SALES AND MEDIAN PRICE

CLOSED SALES AND ACTIVE LISTINGS

TRANSACTION TIME STATS

Days on Market

44

4 days more than May 2024

Days to Close

32

1 day less than May 2024

Total Days

76

3 days more than May 2024

Click for Infographic

TEXAS REALTORS®

TEXAS A&M UNIVERSITY
Texas Real Estate Research Center

© 2025 Texas REALTORS® - Data used in this report come from the Texas REALTOR® Data Relevance Project, a partnership among Texas REALTORS® and local REALTOR® associations throughout the state. Analysis provided through a research agreement with the Real Estate Center at Texas A&M University.

Association Name
Lubbock Association of RE..

Market Type
Metropolitan Statistical Area

Market Name
Lubbock

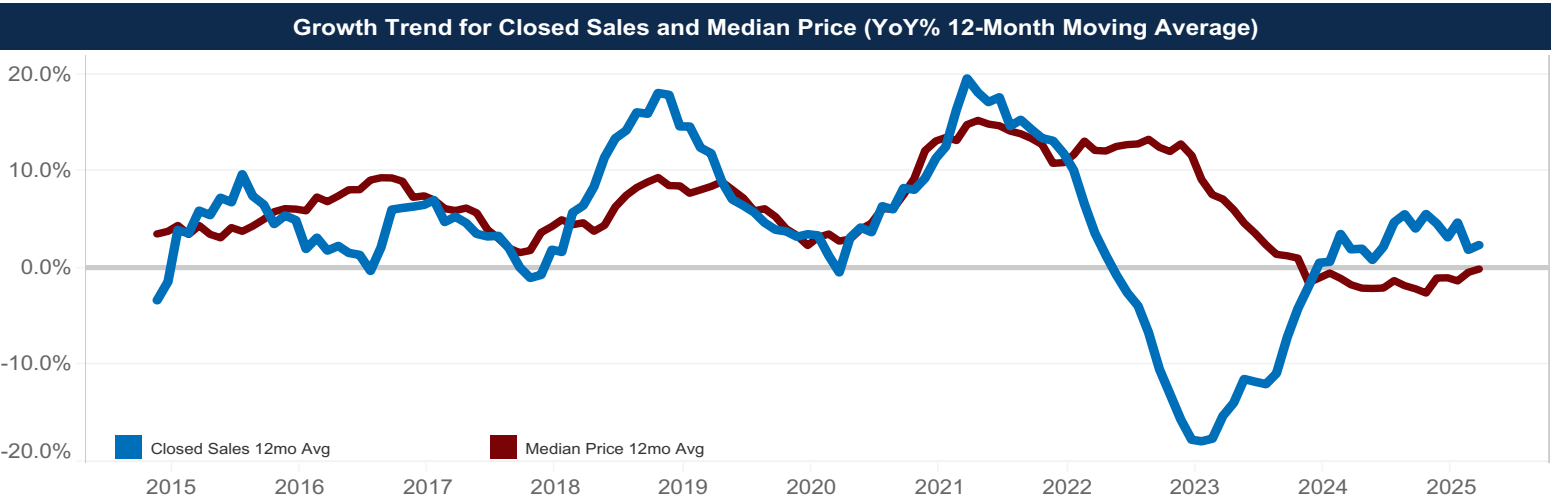
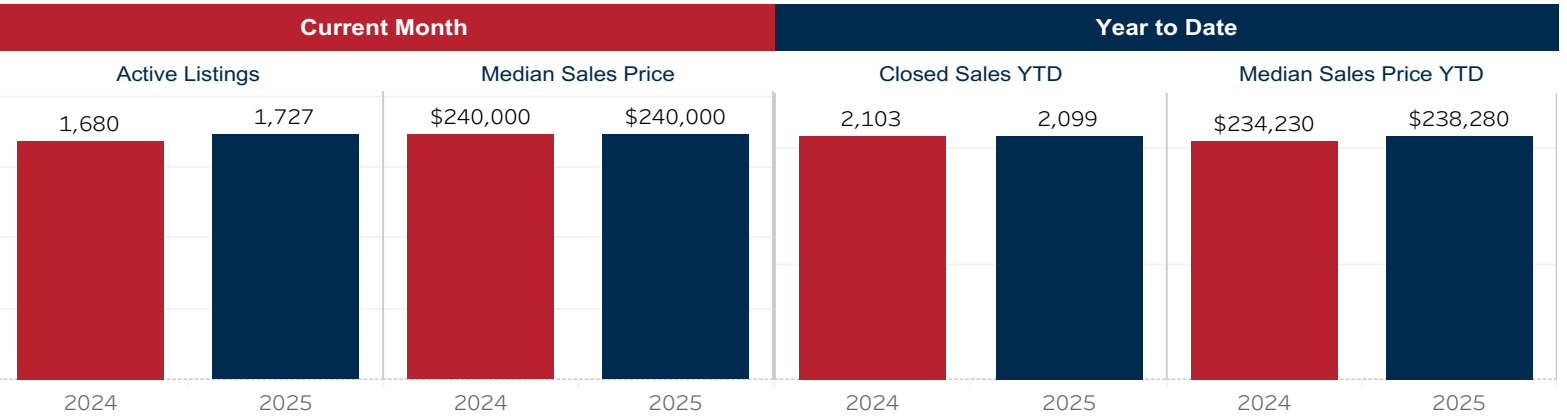
Property Type
Residential (SF/COND/TH)

Month (Current Report Year)
May

May 2025 Market Snapshot Lubbock MSA



	Year to Date			Year to Date		
	2024	2025	% Change	2024	2025	% Change
Closed Sales	525	538	▲ 2.5%	2,103	2,099	▼ -0.2%
Median Sales Price	\$240,000	\$240,000	▲ 0.0%	\$234,230	\$238,280	▲ 1.7%
Average Sales Price	\$288,228	\$282,950	▼ -1.8%	\$278,079	\$283,916	▲ 2.1%
Ratio to Original List Price	96.8%	96.3%	▼ -0.5%	96.0%	95.6%	▼ -0.5%
Days On Market	40	44	▲ 10.0%	48	55	▲ 14.6%
New Listings	951	954	▲ 0.3%	4,376	4,208	▼ -3.8%
Under Contract	609	656	▲ 7.7%	578	602	▲ 4.2%
Active Listings	1,680	1,727	▲ 2.8%	1,516	1,546	▲ 2.0%
Months Inventory	4.1	4.1	▲ 0.9%	4.1	4.1	▲ 0.9%





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